

Arizona 2007 Tourism Facts

Year-end Summary



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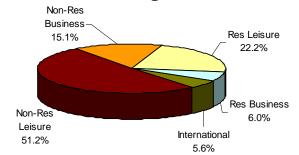




2007 Summary

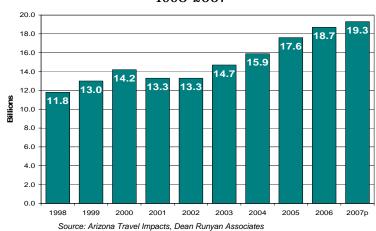
- Direct travel expenditures by all visitors to Arizona increased 3.8% to \$19.3 Billion in 2007, a record year for Arizona Tourism.
- Arizona hosted 35.2 million domestic and international overnight visitors, equal to roughly 96,000 visitors per day in 2007.
- The largest share of overnight travel came from domestic non-resident travel, up 9.6% over 2006 to 23.3 million visitors based on personstays. Domestic non-resident overnight travel to Arizona is an important segment and represents over 70% of Arizona's total overnight travel volume.
- Nearly 2 million international overnight visitors came to Arizona in 2007, reflecting a -1.7% decrease in international visitation. This was primarily due to the decline in Canadian visitors down -8.2% to 455,600 from 2006 while visitation from key overseas markets had a modest increase of 1.2%.
- Direct travel spending in Arizona generated \$1.5 billion in local and state tax revenues and \$1.2 billion in federal tax revenues during 2007.
- Travel spending in Arizona generated a direct impact of 171,500 jobs with earnings of \$5.1 billion in 2007.

2007 Arizona Overnight Travel Volume



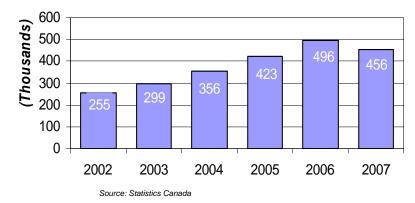
Source: D.K. Shifflet and Associates, Ltd.; US Department of Commerce; Statistics Canada; U of Arizona

Direct Travel Expenditures 1998-2007



Annual Arizona Visitation from Canada

2002-2007



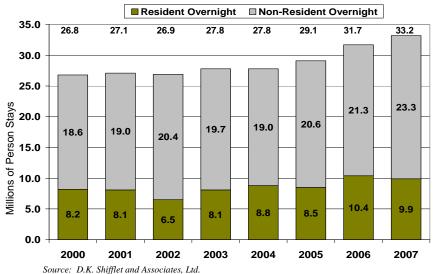


2007 Arizona Domestic Overnight Travel

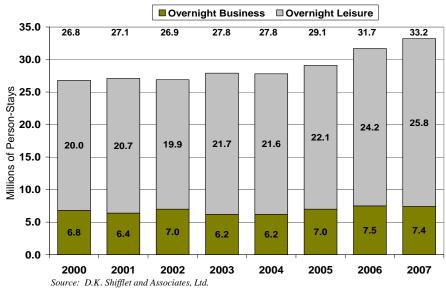
- Domestic Overnight Leisure travel was at its highest level in 2007.
- Arizona Domestic Overnight Person-Stays volume increased 4.8% to a record 33.2 million domestic overnight visitors, driven by increases in Non-Resident visitors and Leisure visitors to Arizona.
- In 2007, Arizona's domestic overnight leisure share of Air travel was nearly double that of the average US overnight leisure destination (23% vs. 13%).
- In 2007, Non-Resident Domestic overnight visitors traveled 1,007 miles on average to Arizona.



Arizona Domestic Overnight Resident and Non-Resident Travel



Arizona Domestic Overnight Business and Leisure Travel



2007 Top 10 Originating States of Domestic Overnight Visitors to Arizona by % of Market Share							
Arizona 31.0% Nevada 2.6%							
California	25.1%	2.0%					
Texas	6.3%	Colorado	1.6%				
Illinois 5.4% Washington 1.5%							
New Mexico	2.7%	Michigan	1.4%				



2007 Arizona Domestic Overnight Profile

- 56% of Non-Resident Domestic Overnight visitors have an income of \$75,000 or greater.
- Arizona's Domestic Overnight market is comprised mostly of couples (37%), adults traveling alone (32%) and families (19%).
- Visitors in the 35-54 age group comprised the highest share of Arizona Overnight visitors (39%), followed closely by older visitors 55+ (37%) and younger visitors ages 18-34 (24%).
- In 2007, Domestic Overnight visitors spent 3.5 nights, on average, in Arizona.
- Leisure visitors make up 78% of all Domestic Overnight visitors to Arizona.
- 67% of Domestic Overnight visitors do not have children in their household, which is greater than the U.S. at 63%.



2007 Average Household Income Arizona Domestic Overnight Travelers 2004 2005 2006 200

	2004	2005	2006	2007
Resident	\$59,600	\$58,500	\$66,200	\$74,700
Non-Resident	\$79,100	\$77,800	\$79,900	\$86,000

Source: D.K. Shifflet and Associates, Ltd.

2007 Average Party Size Arizona Domestic Overnight Travelers

	2004	2005	2006	2007
Resident	2.1	2.3	2.1	2.3
Non-Resident	2.0	2.0	2.0	2.1

Source: D.K. Shifflet and Associates, Ltd.

2007 Average Age Arizona Domestic Overnight Travelers

	2004	2005	2006	2007
Resident	42 yrs	44 yrs	45 yrs	47 yrs
Non-Resident	47 yrs	49 yrs	49 yrs	49 yrs

Source: D.K. Shifflet and Associates, Ltd.

2006 vs. 2007 Arizona Domestic Overnight Traveler Generation Analysis

	<u>Resident</u>		Non-Re	<u>esident</u>
	2006	2007	2006	2007
Millennials (after 1981)	8%	4%	5%	7%
GenX (1965-1980)	38%	42%	30%	29%
Boomers (1946-1964)	36%	34%	39%	36%
Silent (1930-1945)	15%	20%	23%	26%
GI (1929 and earlier)	2%	1%	2%	1%

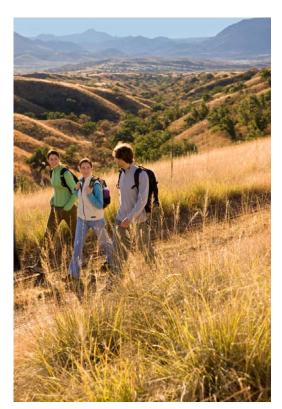


2007 Arizona Domestic Overnight Travel Primary Activities

Non-Resident Overnight Travelers							
Primary Activities	Participation						
Dining	33%						
Sightseeing	25%						
Entertainment	26%						
Shopping	20%						
Parks (national/state)	10%						
Look at Real Estate	7%						
Visit Historic Site	6%						
Hike,/Bike	6%						
Attend Sports Event	5%						
Golf	5%						
Museum,/Art Exhibits	5%						
Night Life	5%						

Source: D.K. Shifflet and Associates, Ltd.

<u>Resident Overnight Travelers</u>							
Primary Activities	Participation						
Dining	35%						
Shopping	17%						
Entertainment	15%						
Sightseeing	18%						
Hike/Bike	11%						
Camping	10%						
Nature/Culture	9%						
Parks (national/state)	9%						
Visit Historic Site	7%						
Hunt,/Fish	6%						
Gamble	5%						

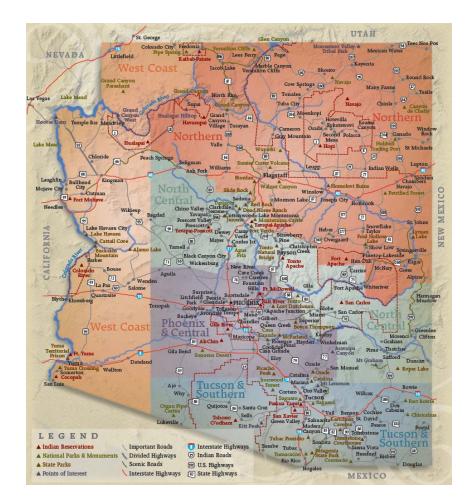


- Domestic Overnight visitors is well above the US average on sightseeing, national/state parks, hike/bike and looking at real estate.
- The primary activities for overnight non-resident and resident travelers were similar except non-resident travelers are more likely to participate in sightseeing, golf, entertainment, museum/art exhibits, look at real estate, night life & attend sport events than resident travelers. On the other hand resident travelers are more likely to camp, hike/bike, nature/culture & hunt/fish than non-resident travelers.



2007 Domestic Overnight Travel by Region

- The data on the following pages provides an analysis of Arizona Domestic Overnight travelers by Arizona Region. The map to the right depicts Arizona's five regions, the dark orange area represents Northern Arizona, the green area North Central Arizona, the purple area Phoenix & Central, the blue area Tucson & Southern and the light orange area the West Coast.
- Domestic Overnight visitation to Arizona's regions varies in terms of visitor demographics, leisure activities, trip timing and origin region. The following tables provide a comparison between Arizona's regions.



	Arizona	Northern	West Coast	North Central	Phoenix & Central	Tucson & Southern
Domestic Overnight Visitation	33.2 M	13.3%	8.4%	9.5%	46.2%	15.2%
Average Age	48	47	48	49	48	49
18-34 years	24%	26%	23%	16%	24%	25%
35-54 years	39%	42%	42%	50%	41%	35%
55+ years	37%	32%	35%	34%	35%	40%
Average HH Income	\$82,500	\$76,500	\$65,500	\$80,400	\$86,200	\$77,100
Average Party Size	2.2	2.5	2.3	2.2	2.0	2.0
Average Length of Stay	3.5	2.2	3.7	2.7	4.0	3.5



2007 Domestic Overnight Travel by Region

TRIP TIMING	Arizona	Northern	West Coast	North Central	Phoenix & Central	Tucson & Southern
1st Qtr (Jan, Feb, Mar)	25%	14%	26%	21%	28%	33%
2nd Qtr (Apr, May, Jun)	26%	32%	18%	29%	25%	21%
3rd Qtr (July, Aug, Sept)	26%	35%	24%	28%	23%	20%
4th Qtr (Oct, Nov, Dec)	23%	19%	33%	22%	24%	26%

Source: D.K. Shifflet and Associates, Ltd.

- In 2007, trip timing to Arizona is fairly evenly distributed to all four quarters of the year, but varies when looking at trip timing by region. For instance, first quarter visitation is most popular for the following regions: Tucson & Southern at 33% and Phoenix & Central at 28%.
- For leisure purpose of stay, most overnight visitors come to Arizona to visit friends and relatives (27%). However, when looking at visitation to Ari-

zona's regions, the primary purpose of stay differs by region. In Northern Arizona, a high percentage of visitors travel there for a general vacation (43%), whereas the North Central region attracts visitors for getaway weekends (35%).

Overnight visitors to Arizona predominately travel as couples (37%), as one adult (32%) or as a family (19%). This travel party distribution is fairly consistent for all Arizona regions.

PURPOSE OF STAY	Arizona	Northern	West Coast	North Central	Phoenix & Central	Tucson & Southern
Business	22%	17%	23%	14%	26%	23%
Leisure	78%	83%	77%	86%	74%	77%
Getaway Weekend	17%	17%	20%	35%	11%	8 %
General Vacation	17%	43%	14%	20%	11%	10%
Visit Friend/Relative	27%	10%	<i>29</i> %	14%	37%	34%
Special Event	8%	6%	2%	10%	7%	13%
Other Personal	9%	6%	11%	7%	8%	12%

Source: D.K. Shifflet and Associates, Ltd.

TRAVEL PARTY	Arizona	Northern	West Coast	North Central	Phoenix & Central	Tucson & Southern
One Adult	32%	22%	34%	34%	36%	38%
Couples	37%	41%	29%	39%	36%	37%
Two Males or Two Females	4%	5%	3%	5%	4%	5%
Three or more Adults	8%	7%	11%	5%	7%	6%
Families	19%	26%	23%	18%	16%	15%



2007 Domestic Overnight Travel by Region

ORIGIN STATE	Arizona	Northern	West Coast	North Central	Phoenix & Central	Tucson & Southern
Arizona	31.0%	40.1%	19.7%	65.7%	19.3%	43.4%
California	25.1%	20.5%	55.7%	13.9%	25.2%	21.1%
Texas	6.3%	5.5%	3.2%	1.8%	6.7%	5.7%
Illinois	5.4%	5.8%	0.3%	1.0%	7.5%	1.3%
New Mexico	2.7%	2.0%	0.3%	1.4%	4.2%	2.8%
Nevada	2.6%	2.2%	4.9%	2.2%	3.2%	0.9%
Ohio	2.0%	1.4%	0.9%	1.0%	2.9%	1.4%
Colorado	1.6%	1.5%	0.4%	1.3%	2.5%	1.5%
Washington	1.5%	0.9%	3.0%	0.1%	1.5%	2.3%
Michigan	1.4%	1.6%	0.0%	1.3%	2.4%	0.6%

Source: D.K. Shifflet and Associates, Ltd.

- The largest share of overnight visitation comes from Arizona and California, which combined make up 56% of visitation to Arizona. The West Coast benefits the most from visitors from California at 56% while the North Central region is primarily made up of visitors from Arizona at 66%.
- Northern Arizona's visitors enjoy visiting State/National Parks(29%), hiking and biking(16%) and visiting historic sites(16%). West Coast visitors enjoy camping(12%), while North Central visitors enjoy State/National Parks(16%), hiking and biking(16%) and nature and culture(10%).

PRIMARY ACTIVITIES*	Arizona	Northern	West Coast	North Central	Phoenix & Central	Tucson & Southern
Parks (national/state)	10%	29%	4%	16%	6%	8%
Hike, Bike	8%	16%	3%	16%	6%	5%
Look at Real Estate	6%	4%	5%	4%	8%	3%
Visit Historic Site	6%	16%	4%	8%	3%	6%
Attend Sports Event	4%	1%	0%	1%	5%	2%
Camping	4%	8%	12%	6%	1%	3%
Festival, Craft Fair	4%	5%	4%	5%	3%	4%
Gamble	4%	2%	7%	3%	6%	2%
Museum, Art Exhibit	4%	4%	2%	3%	5%	5%
Nature/Culture	4%	4%	8%	10%	1%	2%
Night Life	4%	2%	1%	5%	7%	5%

Source: D.K. Shifflet and Associates, Ltd.

*Dining, Sightseeing, Shopping and Entertainment were the top four categories for every region. Therefore, they were removed to provide a more detailed comparison among other activities.



The Economic Impact of Travel in Arizona

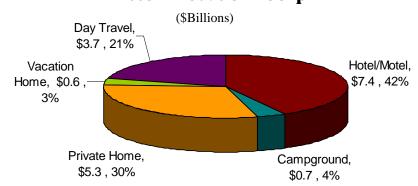
- Travel is an important contributor to the health of both the state and local economies. In 2007, total direct travel spending in Arizona was \$19.3 billion. Travel industry employment witnessed a flattening (-0.3%) in 2007, down to 171,500 direct jobs from 172,000 in 2006.
- Arizona visitors that stayed overnight in lodging establishments accounted for 42 percent of all visitor spending in 2007.
- Taxes generated by the travel industry are primarily paid by visitors rather than residents. In 2007, 78.5% of the visitor spending in Arizona was by international visitors and residents of other states making the local and state tax revenue generated by travel spending a net benefit to Arizona residents.

DIRECT TRAVEL EXPENDITURES 1998-2007

EXPENDITURES	\$19.3 B
TAX REVENUE FEDERAL STATE/LOCAL	\$2.739 B \$1.236 B \$1.503 B

Source: Arizona Travel Impacts, Dean Runyan Associates

Visitor Spending by Type of Traveler Accommodation 2007p



Source: Arizona Travel Impacts, Dean Runyan Associates

FMPI OVMENT

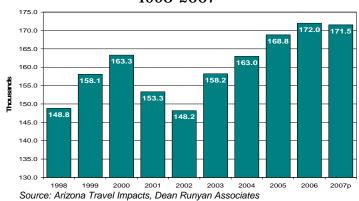
TRAVEL EMPLOYMENT 2007

Direct	171,500
Secondary	147,000
TOTAL	319,000
DIRECT EMPLOYMENT BY SECTOR	
1 Accommodation & Food Services	88,000

T(OTAL PAYROLL	\$10.5 B
DI	RECT PAYROLL	\$5.1B
3. 4.	Retail Trade Transportation	20,000 18,000
1. 2.	Arts, Entertainment & Recreation	45,000
1	Accommodation & Food Services	88.000

Source: Arizona Travel Impacts, Dean Runyan Associates

Direct Travel Employment 1998-2007





Arizona Travel Impacts 1998-2007p

			_		_			
Year	Spending	Earnings	Employment	ent Tax Revenues (\$MIn)				
i Cai	(\$BIn)	(\$BIn)	(Thousand)	Local/State	Federal	Total		
1998	11.8	3.2	148.8	941	630	1,571		
1999	13.1	3.5	158.1	1,043	702	1,746		
2000	14.2	3.8	163.3	1,138	744	1,882		
2001	13.4	3.7	153.3	1,082	777	1,859		
2002	13.3	3.6	148.2	1,101	825	1,926		
2003	14.7	4	158.2	1,211	912	2,122		
2004	15.9	4.3	163.0	1,287	988	2,275		
2005	17.6	4.5	168.8	1,399	1,081	2,479		
2006	18.7	4.9	172.0	1,464	1,176	2,640		
2007p	19.3	5.1	171.5	1,503	1,236	2,739		
Annual F	Annual Percentage Change							
06-07p	3.2	5	-0.3	2.7	5.1	3.7		
98-07p	5.6	5.3	1.6	5.3	7.8	6.4		

Source: Arizona Travel Impacts, Dean Runyan Associates

Arizona County Travel Impacts 1998-2007p

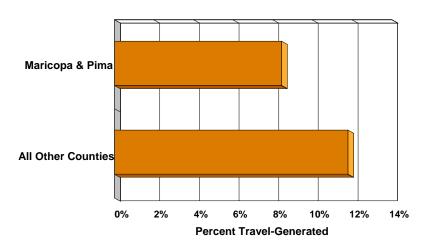
	Travel	Related Travel-Generated Impacts							
County	Spending	Earnings	Employment	Local Taxes	State Taxes	Total Taxes			
	(\$MIn)	(\$MIn)	(jobs)	(\$MIn)	(\$MIn)	(\$MIn)			
Apache	144	30	1,720	3.1	5.5	8.7			
Cochise	351	81	4,460	11.8	12.8	24.6			
Coconino	921	254	10,760	26.9	35.4	62.3			
Gila	248	62	2,860	3.3	7.2	10.5			
Graham/Greenlee	48	12	1,180	1.2	2.0	3.2			
La Paz	216	31	1,330	2.2	8.9	11.0			
Maricopa	12,370	3,395	94,250	337.8	392.2	730.0			
Mohave	464	109	5,220	9.6	19.0	28.6			
Navajo	292	67	3,270	6.2	11.0	17.1			
Pima	2,230	566	24,540	48.6	85.8	134.4			
Pinal	453	111	4,660	8.5	17.1	25.6			
Santa Cruz	249	47	1,990	5.0	8.0	13.1			
Yavapai	722	196	9,140	16.6	24.7	41.3			
Yuma	590	140	6,160	14.0	22.1	36.1			
Arizona	19,299	5,101	171,540	494.8	651.6	1146.5*			

Source: Arizona Travel Impacts, Dean Runyan Associates

^{*} Property taxes and sales taxes paid by travel industry employees not included.



State Transaction Privilege Taxes Generated By Direct Travel Spending, 2007p



The impact of traveler spending is relatively more important to Arizona's rural counties than urban counties.

Source: Dean Runyan Associates and Arizona Department of Revenue

Arizona County Total Direct Spending, 1998-2007p (millions)

											Annual Per	cent Chg.
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007p	06-07p	98-07p
Apache	80	94	109	101	100	107	113	129	138	144	4.2	6.8
Cochise	207	234	258	253	271	279	302	320	328	351	7.1	6.1
Coconino	675	715	741	694	691	741	788	843	870	921	5.8	3.5
Gila	179	189	206	204	204	213	221	233	242	248	2.5	3.7
Graham/Greenlee	23	26	31	28	28	30	32	36	45	48	6.4	8.3
La Paz	126	146	162	160	158	175	186	208	210	216	3.1	6.2
Maricopa	7,327	7,989	8,779	8,176	7,979	9,069	9,888	11,069	11,908	12,370	3.9	6.0
Mohave	249	291	322	315	315	361	397	435	483	464	-3.9	7.2
Navajo	179	213	240	220	221	229	238	260	284	292	3.1	5.6
Pima	1,552	1,725	1,876	1,738	1,788	1,885	2,019	2,197	2,260	2,230	-1.3	4.1
Pinal	206	236	263	257	257	291	323	365	407	453	11.3	9.2
Santa Cruz	206	226	237	237	298	262	272	274	254	249	-1.9	2.1
Yavapai	426	579	558	543	540	581	590	642	685	722	5.4	6.0
Yuma	371	407	444	434	485	501	533	567	588	590	0.3	5.3
Arizona	11,806	13,071	14,225	13,361	13,333	14,725	15,903	17,578	18,701	19,299	3.2	5.6

Source: Arizona Travel Impacts, Dean Runyan Associates



2007 Arizona Lodging

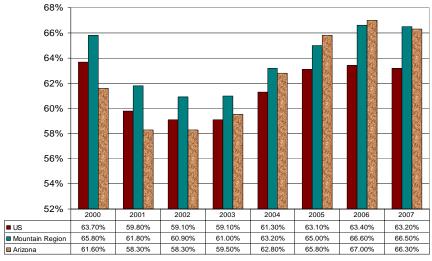
- 2007 brought several changes for the lodging industry in Arizona. The state outpaced the US and the Mountain Region in 2007 in terms of percent increases in ADR, reaching the highest levels in the past six years. Arizona boasted higher occupancy rates than the United States and higher Revenue per Available Room than both the United States and the Mountain Region.
- Demand for lodging in Arizona decreased -0.6% over 2006 compared to the US increase of 1.2% and the Mountain region increase of 1.0%. Arizona's room supply increased 0.4% in 2007 while the US and Mountain Region witnessed increases of 1.4% and 0.4% respectively.
- Decreased lodging demand and increased room supply in 2007 drove decreases in occupancy rates in Arizona lodging. Statewide occupancy decreased an average of -0.9% for the year to a rate of 66.3%.
- The Average Daily Rate (ADR) for Arizona in 2007 was \$105.17, an increase of 6.5% over 2006. The US's ADR increased 5.9% to \$103.64 and the Mountain Region increased 5.9% to a rate of \$100.20.
- In 2007, the average RevPAR rate of \$69.69 for the state exceeded the average RevPAR rates both nationally and regionally. This reflected an increase of 5.4% over 2006. ADR drove the increase in RevPAR in 2007.

Mountain Region States



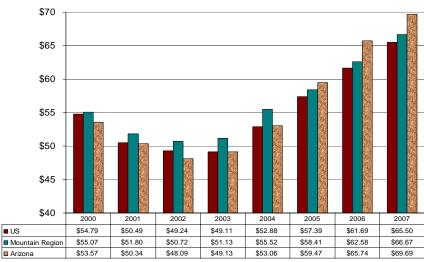
Source: U.S. Census Bureau

Arizona Occupancy Rates 2000-2007



Source: Smith Travel Research

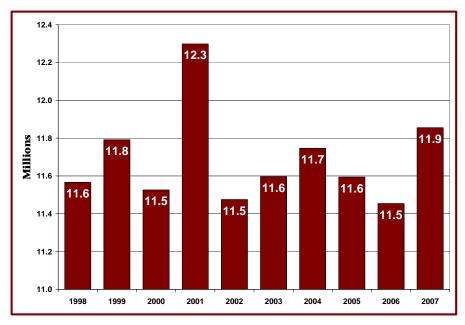
Arizona RevPAR Rates 2000-2007



Source: Smith Travel Research



Arizona National Park Visitation 1998-2007



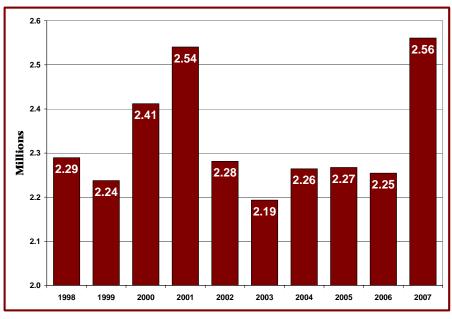
Source: National Park Service

Arizona's National Parks welcomed 11,855,317 visitors in 2007, an increase of 2.8% from 2006, performing better than most of the previous ten years.

Top Visited National Parks 2007:

- 1. Grand Canyon NP
- 2. Lake Mead NRA
- 3. Glen Canyon NRA
- 4. Canyon de Chelly NM
- 5. Saguaro NP

Arizona State Park Visitation 1998-2007



Source: Arizona State Parks

Visitation at Arizona's State Parks increased in 2007 with 2,560,832 visitors (2.6%), performing better than the previous ten years.

Top Visited Arizona State Parks 2007:

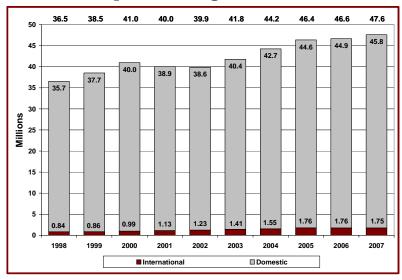
- 1. Lake Havasu State Park
- 2. Slide Rock State Park
- 3. Patagonia Lake State Park
- 4. Kartchner Caverns State Park
- 5. Catalina State Park



2007 Arizona Airport Passenger Traffic

- There was a 2.0% increase in total passenger enplanements/deplanements in 2007 for Arizona airports.
- In 2006, Domestic passenger traffic for Arizona was 45.8 million with a modest increase of 2.1% from 2006.
- There were 1.75 million International passenger enplanements/deplanements for Arizona reflecting a flattening in passenger traffic.
- Sky Harbor International Airport recorded a record high of 42,177,374 passengers in 2007, up 1.8% from 2006.
- Tucson International Airport counted a record 4,429,905 passengers in 2007, up 4.8% from 2006.
- Grand Canyon National Park's airport passenger traffic was down -3.5% from the previous year, with 747,010 enplanements/deplanements.
- Yuma International Airport recorded 143,236 passengers, up 12.5% from the previous year.
- Flagstaff Pulliam passenger traffic was up 8.3% from the previous year, with 91,760 enplanements/deplanements.

Arizona Airport Passenger Traffic 1998-2007



Source: Activity reports provided by Flagstaff Pulliam, Grand Canyon, Phoenix Sky Harbor, Tucson International & Yuma International Airports





Top Arizona Attractions by Visitation

Top 25 Natural Attractions				
Attraction	2007 Visitation			
Grand Canyon National Park	4,413,668			
South Mountain Park	3,000,000			
Saguaro National Park	2,847,313			
Glen Canyon NRA	1,894,114			
Lake Mead NRA	1,824,297			
Coronado NF & Sabino Canyon NRA	1,000,000			
Canyon de Chelly	825,320			
Grand Canyon West	700,000			
Lake Pleasant Regional Park	697,479			
Montezuma Castle NM	597,611			
Petrified Forest National Park	563,590			
Organ Pipe Cactus NM	338,594			
Lake Havasu State Park	329,529			
Slide Rock State Park	305,759			
Wupatki National Monument	239,603			
Sunset Crater Volcano NM	231,855			
Meteor Crater	216,860			
Patagonia Lake State Park	204,047			
Monument Valley Navajo Tribal Park	202,204			
Kartchner Caverns State Park	172,372			
Tohono Chul Park	169,240			
Catalina State Park	152,587			
Dead Horse Ranch State Park	136,345			
Walnut Canyon National Monument	126,187			
Cattail Cove State Park	111,510			

Top 25 Private Attractions	
Attraction	2007 Visitation
Tempe Town Lake	2,782,000
Chase Field	2,699,178
London Bridge	1,500,000
The Phoenix Zoo	1,474,000
U.S. Airways Center	1,392,526
Jobing.com Arena	1,200,000
University of Phoenix Stadium	1,180,149
Tlaquepaque Arts & Crafts Village	1,000,000
WestWorld of Scottsdale	625,000
ASU Sun Devil Stadium	551,895
Reid Park Zoo	478,794
Arizona-Sonora Desert Museum	460,000
Wildlife World Zoo	405,000
Phoenix International Raceway	400,000
Rawhide Western Town & Steakhouse	350,000
Scottsdale Center for the Arts	322,421
Phoenix Art Museum	312,147
Desert Botanical Garden	295,000
Grand Canyon Railway	295,000
Arizona Temple and Visitors' Center	257,260
Mesa Art Center	250,000
San Xavier Mission	250,000
Sunrise Park Resort	196,778
Old Tucson Studios	189,000
Tucson Museum of Art & Historic Block	180,756

Source: Reporting Entities

